

Local Market Update – May 2012

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



+ 1.6%

Change in
New Listings

+ 3.1%

Change in
Closed Sales

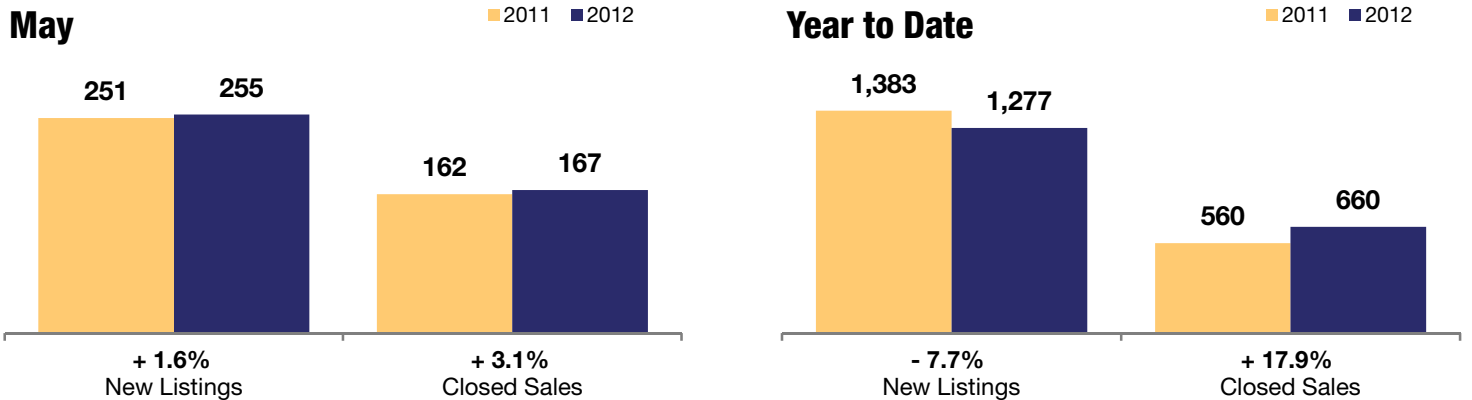
+ 1.1%

Change in
Median Sales Price

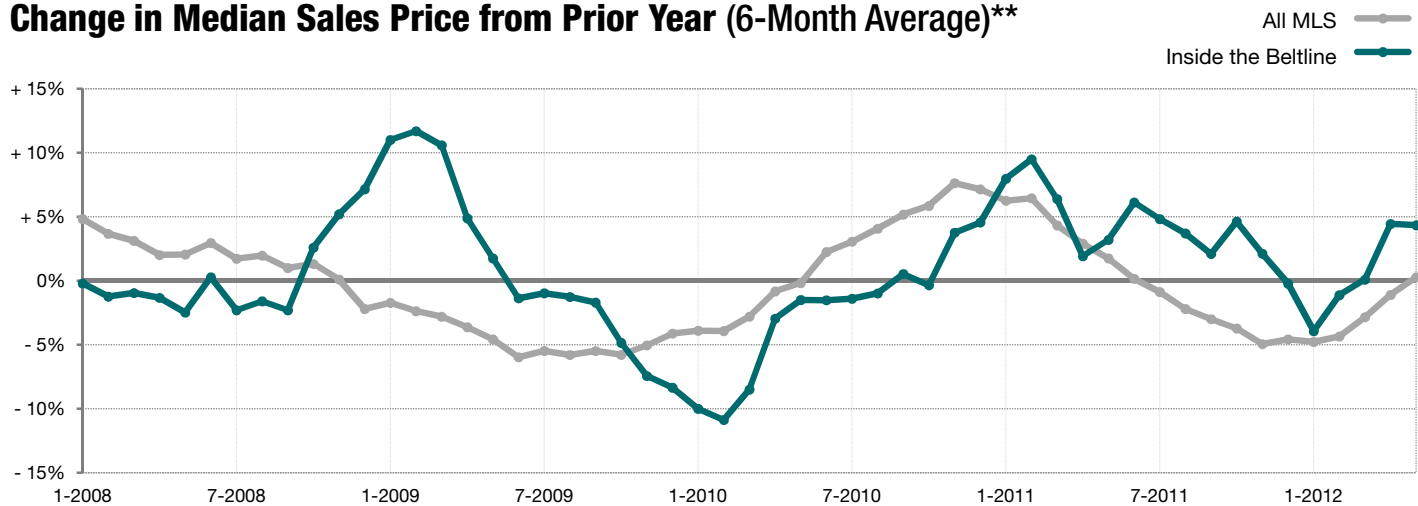
Inside the Beltline

	May			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	251	255	+ 1.6%	1,383	1,277	- 7.7%
Closed Sales	162	167	+ 3.1%	560	660	+ 17.9%
Median Sales Price*	\$180,000	\$182,000	+ 1.1%	\$162,000	\$171,000	+ 5.6%
Average Sales Price*	\$240,135	\$238,824	- 0.5%	\$223,271	\$223,205	- 0.0%
Total Dollar Volume (in millions)*	\$39.4	\$39.9	+ 1.3%	\$125.5	\$147.1	+ 17.2%
Percent of Original List Price Received*	94.4%	95.8%	+ 1.5%	91.4%	92.8%	+ 1.6%
Percent of List Price Received*	98.5%	97.7%	- 0.8%	96.0%	96.3%	+ 0.2%
Days on Market Until Sale	139	113	- 18.7%	134	128	- 4.3%
Inventory of Homes for Sale	1,440	907	- 37.0%	--	--	--
Months Supply of Inventory	12.6	7.0	- 44.1%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.



Change in Median Sales Price from Prior Year (6-Month Average)**



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | Current as of June 10, 2012. All data from Triangle Multiple Listing Service, Inc.. | Powered by 10K Research and Marketing.